



ODYSSEY SYSTEMS
managing the technology challenge

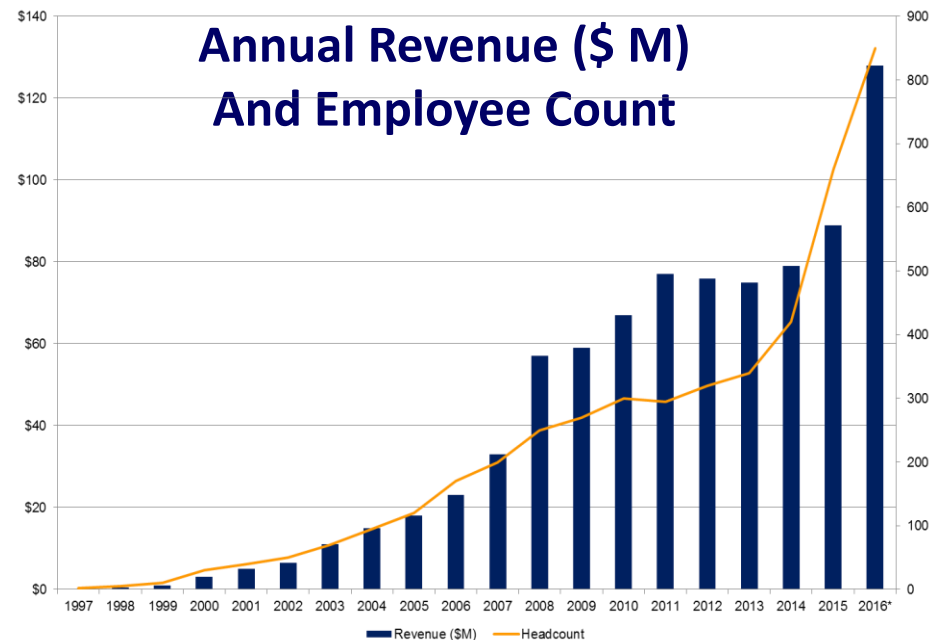
**Air Force Life Cycle Management Center (AFLCMC)
Life Cycle Industry Days (LCID)
Small Business Track
Success Stories & Lessons Learned – EPASS**

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Beavercreek, Ohio 45431**

Our mission is to maximize *customer satisfaction*, *employee potential*, and *continual improvement* to become a recognized leader in the government services marketplace.

- Innovative high-tech consulting firm founded in 1997
 - Headquartered in Wakefield, MA
 - www.odysseyconsult.com
- Proven 19+ year Commitment to Mission Success and Customer Satisfaction
- International capabilities
 - 800+ Employees in the US and overseas
- Exceptional Past Performance Record
- Inc. 5000 list, 2009
- ISO 9001:2008 Certified



The Foundation

- One Acquisition Solution for Integrated Services (OASIS) Qualifications required
- Smaller Pools are qualifying for on-ramping, especially socio-economic set-asides
 - Start by self scoring
- Understand the scoring criteria
 - Core competencies required, the point system, relevant experience projects, pool qualification projects, etc.
 - Take actions now that can affect and maximize your criteria
- Bottom-line, a lot work across the federal government is moving to OASIS, so you need to be on OASIS or linked to an OASIS prime

Strategy to Win

- Teaming: Identify partners with customer insight and complimentary skills
- Don't go after everything
 - Choose your investments
 - Each RFP is different, so each proposal is different with only a little boilerplate
- Understand the Customer
 - Talk to their requirements and hot buttons
 - Don't just address the functional areas, but address their specific needs
 - If you cannot portray you have insight into the specific customer, you will be disappointed.
- Pricing to win, but to each customer
 - Again you need to know and understand the customer needs

Odyssey EPASS

- Prime
 - AFLCMC/EB – Armament Directorate (Eglin AFB)
 - AFLCMC/WWC – F-15 Division of the Fighter Bomber Directorate (WPAFB, Robins AFB, OCONUS)
 - AFLCMC/WIS – Special Operation Forces and Personnel Recovery Division of the Intelligence Surveillance Reconnaissance and Special Operation Forces Division (WPAFB)
- Subcontractor
 - AFLCMC/WN – Agile Combat Support Directorate – Robins (WPAFB, Robins AFB)
 - AFLCMC/EZ – Engineering Directorate (Eglin AFB)

EPASS Contract Execution

- Complex contract execution
- Truly Integrated Team – Government/Contractor
- Each customer has unique demands
- Demanding Efforts
- Resource intensive
- Must be prepared and committed to execution demands
 - Financial Management
 - Recruiting
 - Reporting

Conclusion

- Must have a seat at the table on OASIS – it is not too late to get started
- Must understand the customer
 - Do your homework and/or team with those who have
- Be prepared for the complexity of execution